



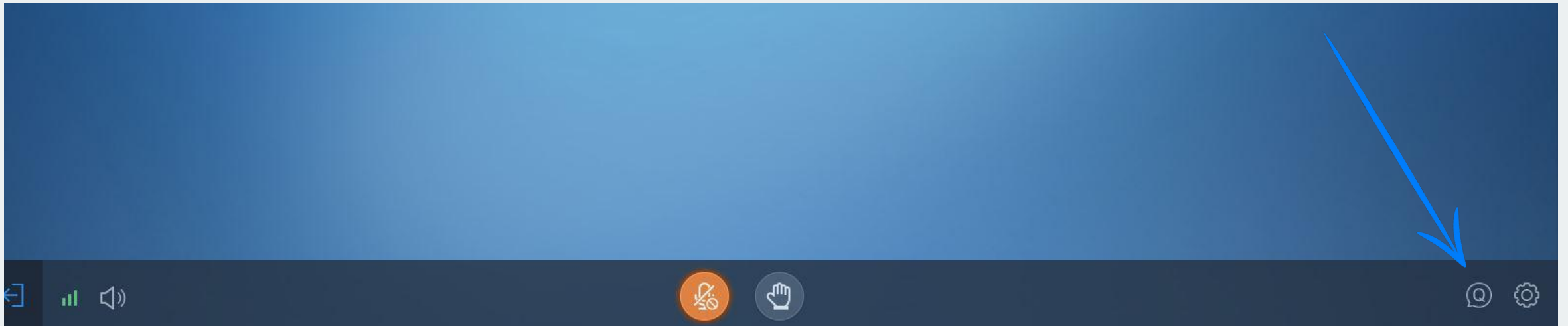
Let's Build a Strong Partnership

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Presented by:  
Don Stefanie

**During the webinar please use the Q&A feature  
located in bottom right corner of your screen!**

**We will answer the questions at the end of the presentation  
Thank you!**



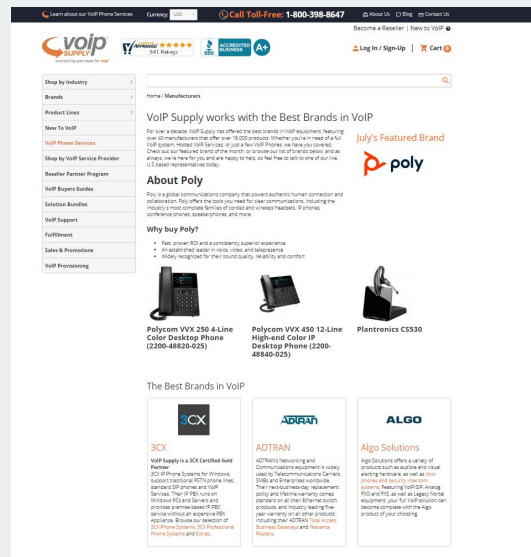
Let Us Fulfill Your Needs



## Who is VoIP Supply

VoIP Supply is North America's leading VoIP solutions provider.

We have been taking the stress out of VoIP Solution design since 2002! Reclaim your industry experience and join our team of over 125,000 customers.



### Product Catalog

Over 5,000 products from over 60 of the industry's leading manufacturers

### We are More than just a Website!

Best Places to Work in Western New York  
500/5000 Company

Buffalo Niagara Business Ethics Award Nominee

### VoIP Experts

Combined, our experts have over **FIFTY** years of experience

## New Products & Products to Consider



### Advanced Network Devices Double-Sided HD IP Display

The Advanced Network Devices Double-Sided HD IP Display IPCSHD-DS-MB is perfect for hallways, corridors, and settings where messages need to be viewable from 50 ft and heard from 600 ft<sup>2</sup> (on each side).



### Yealink CP965

The CP965 has a modern and stylish designs that complements the look and feel of any room. It runs on Android 9 and can be paired via Bluetooth or connected via USB for hybrid meeting modes.



### Poly Studio X70 Video Bar for large rooms

The Studio X70 has been designed with the idea of proving the best meeting experience available. It is inclusive of both video and sound which helps to eliminate extra cabling and IT work.



# New From Poly

## The Poly Edge B Series



New design language



Opus codec support for better audio



Same great Poly audio



More languages/  
countries



Affordable for  
broad deployment



Simple out-of-box  
experience



Poly Edge B10

2 line keys  
8 line keys assignments

Fast Ethernet (10/100 MBS)

PSU Only (in-box)

MSRP USD: \$100.95  
(~ EUR: €86.95, GBP: £77.95)

Poly Edge B20

2 line keys  
8 line keys assignments

Fast Ethernet (10/100 MBS)

PoE

MSRP USD: \$100.95  
(~ EUR: €86.95, GBP: £77.95)

Poly Edge B30

4 line keys  
16 line keys assignments

Gigabit Ethernet

PoE

MSRP USD: \$120.95  
(~ EUR: €103.95, GBP: £92.95)

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# New From Poly

## The Poly Edge B Series



Model	Poly Edge B10 / B20	Poly Edge B30	Poly VVX 150	Poly VVX 250	Poly VVX 350	Poly VVX 450
<b>Overview</b>						
Summary	Two-line, basic IP desk phone, monochrome display	Four-line, basic IP desk phone, monochrome display	Two-line, basic IP desk phone with monochrome display	Four-line, basic IP desk phone with color display	Six-line, mid-range IP desk phone with color display	Twelve-line, performance IP desk phone with color display
LCD display	2.8" monochrome LCD screen	2.8" monochrome LCD screen	2.5" monochrome LCD screen	2.8" color LCD screen	3.5" color LCD	4.3" color LCD
Lines displayed / (supported)	2 / (8)	4 / (16)	2 / (2)	4 / (34)	6 / (34)	12 / (34)
Expansion module support	No	No	No	No	No	Up to 2 VVX EM50 (90 lines each)
Software	Poly Voice Software Lite (PVOS-Lite)	Poly Voice Software Lite (PVOS-Lite)	UC Software OBI Edition	UC Software OBI Edition	UC Software OBI Edition	UC Software OBI Edition
TAA compliant model available	No	No	Yes	Yes	Yes	Yes
<b>Audio features</b>						
Polycom® HD/wideband	Up to 7 kHz on all audio path + Opus	Up to 7 kHz on all audio path + Opus	Up to 7 kHz on all audio path (NO OPUS)	Up to 7 kHz on all audio path + Opus	Up to 100 Hz–20 kHz on all audio path + Opus	Up to 100 Hz–20 kHz on all audio path + Opus
Poly Acoustic Fence	Yes	Yes	Yes	Yes	Yes	Yes
Full duplex speakerphone	Yes	Yes	Yes	Yes	Yes	Yes
<b>Connectivity</b>						
USB port	0	0	0	1 USB (Type A)	2 USB (Type A)	2 USB (Type A)
Ethernet port	B10 - 2 x 10/100 ; no POE B20 - 2 x 10/100 (POE)	2 x GigE (POE)	2 x 10/100 (POE)	2 x GigE (POE)	2 x GigE (POE)	2 x GigE (POE)
Wi-Fi	No	No	No	Optional (via USB)	Optional (via USB)	Optional (via USB)
Headset ports	3.5 MM, RJ9, EHS	3.5 MM, RJ9, EHS	RJ9, EHS, USB	RJ9, EHS, USB	RJ9, EHS, USB	RJ9, EHS, USB



We recently conducted a survey and asked partners what resources they are looking for from us and we wanted to share some that are already in place that we felt you might be interested in.

The VoIP Supply YouTube has many playlists that are filled with great information

We Have Technical Webinars

Partner Interviews

VoIP News Updates

Unboxing Videos

and much more!

<https://www.youtube.com/voipsupply>

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CyberData Certified Installer and Reseller



CyberData is searching to identify, educate, train, and certify Value Added Resellers and Installers /Integrators that are interested in working with end-user customers to give them consultation and procure and/or go onsite and install the CyberData IP Paging devices. You might have sold CyberData equipment from your organization or from some other location.

[https://www.voipsupply.com/cyberdata\\_certified\\_reseller\\_and\\_installer](https://www.voipsupply.com/cyberdata_certified_reseller_and_installer)



**We Are VoIP Supply**

# NEW Cisco Master Partner



VoIP Supply is proud to announce a new partnership with Cisco, which gives you, our valued partner, access to Cisco's MPP (Multi-Platform Phones) line of products!

## Why Consider Selling Cisco MPP Line?

- The most secure IP phones on the market
- Wi-Fi & Bluetooth built into the phones
- The 8800 Series are Eco-Friendly
- The 8800 Series has Text-to Speech
- Robust ATAs
- ZeroTouch Provisioning
- On-Device Firewall
- The 7800 Series has a replaceable faceplate
- Wired or wireless headsets that work seamlessly with Cisco phones

We Are VoIP Supply

# Snom 2021 Phone End-User Trade-In Rebate Program



snom

## TRADE-IN REBATE PROGRAM

Earn money back when you replace your old phones

[Click Here to Learn More](#)

Experience the latest technology from Snom. Replace old desk phones and take advantage of Snom's trade-in rebates.

Rebate amounts valid from July 15, 2021 through March 31, 2022 when you replace 3 or more phones.

**Contact me directly for the list of eligible products!**



We Are VoIP Supply

Channel Partners 2021 Booth 866



Channel Partners™  
CONFERENCE & EXPO

November 1-4, 2021 | Mandalay Bay, Las Vegas



Join us! Booth 866

Register Now

We Are VoIP Supply

## Join Our Team



### Become a VoIP Supply Partner

- Exclusive Pricing Through VoIP Supply!
- Opportunity Support – Consulting & Solution Design



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Questions & Thank You

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